

**MIKE WARD**

Vice President,  
Business and  
Community Development  
608.210.6750  
[Michael.ward@wedc.org](mailto:Michael.ward@wedc.org)

**REGIONS 1-7**

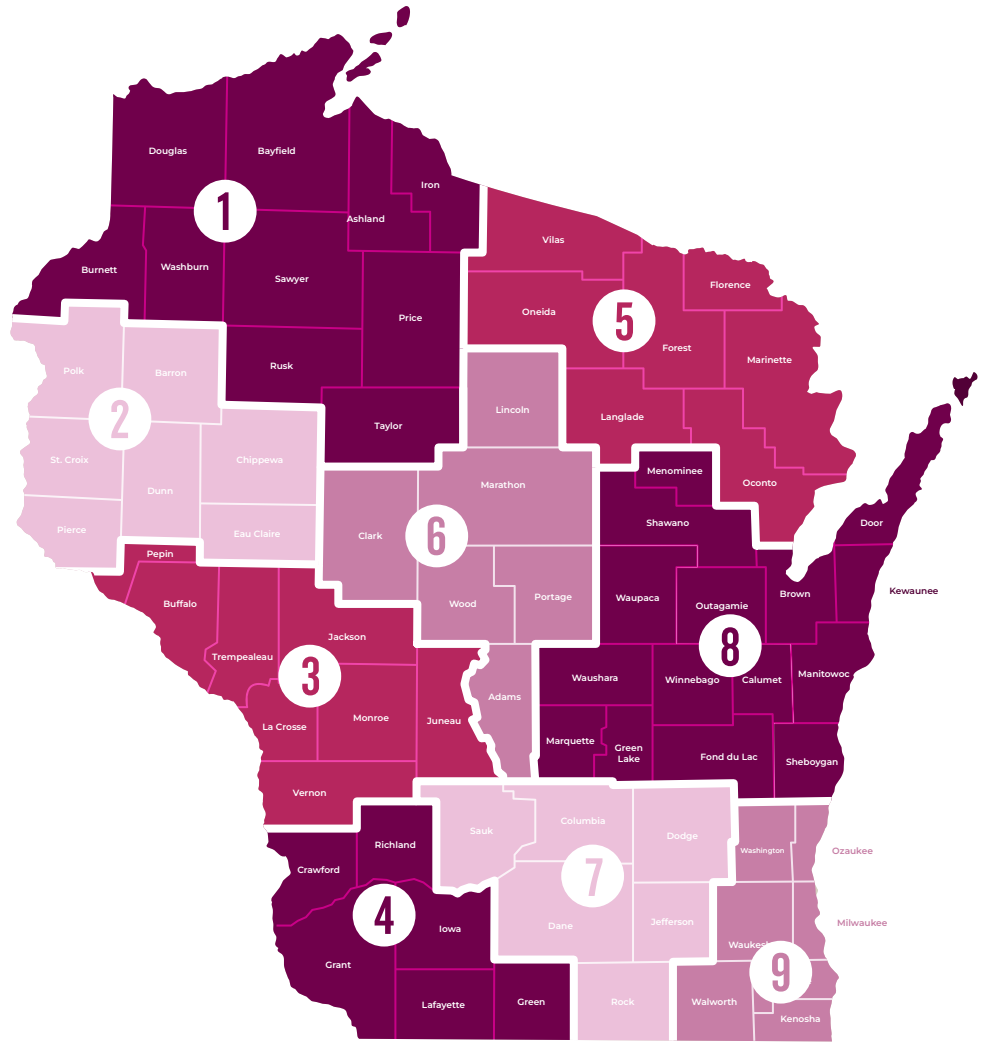
**TIM WEBER**

Senior Economic  
Development Director  
608.210.6772  
[tim.weber@wedc.org](mailto:tim.weber@wedc.org)

**REGIONS 8-9**

**TINA CHITWOOD**

Senior Economic  
Development Director  
608.210.6733  
[tina.chitwood@wedc.org](mailto:tina.chitwood@wedc.org)



**REGIONAL ECONOMIC DEVELOPMENT DIRECTORS**

January 2023

- 1 DAVE WIERZBA**  
608.210.6824  
[david.wierzba@wedc.org](mailto:david.wierzba@wedc.org)
- 2 RAY FRENCH**  
608.210.6791  
[ray.french@wedc.org](mailto:ray.french@wedc.org)
- 3 MARK TALLMAN**  
608.210.6852  
[mark.tallman@wedc.org](mailto:mark.tallman@wedc.org)

- 4 ELA KAKDE**  
608.210.6876  
[ela.kakde@wedc.org](mailto:ela.kakde@wedc.org)
- 5 JIM ROSENBERG**  
608.210.6715  
[jim.rosenberg@wedc.org](mailto:jim.rosenberg@wedc.org)
- 6 MELINDA OSTERBERG**  
608.210.6786  
[melinda.osterberg@wedc.org](mailto:melinda.osterberg@wedc.org)

- 7 VANESSA INEZA**  
608.210.6728  
[vanessa.ineza@wedc.org](mailto:vanessa.ineza@wedc.org)
- JASON SCOTT**  
608.210.6790  
[jason.scott@wedc.org](mailto:jason.scott@wedc.org)
- 8 JON BARTZ**  
608.210.6846  
[jon.bartz@wedc.org](mailto:jon.bartz@wedc.org)

- 9 NEIL WHITE**  
608.210.6739  
[neil.white@wedc.org](mailto:neil.white@wedc.org)

**TRACY LUBER**  
608.210.6787  
[tracy.luber@wedc.org](mailto:tracy.luber@wedc.org)

**NATANAEL MARTINEZ**  
608.210.6792  
[natanael.martinez@wedc.org](mailto:natanael.martinez@wedc.org)

**NALETTA SANCHEZ**  
608.210.6830  
[naletta.sanchez@wedc.org](mailto:naletta.sanchez@wedc.org)

# BUSINESS DEVELOPMENT AND ATTRACTION

WEDC and its partners work to connect business and community leaders with the programs that meet their specific needs. In addition to leveraging Wisconsin's location, industry strengths and supply chain capabilities, companies currently operating here or looking to expand their national or global presence in the state may tap one or more of the following programs to help maximize their potential.

## Business Development Tax Credits

Refundable tax credits for companies expanding in, or relocating to Wisconsin.

## Certified Sites Program

Consistent standards developed for Wisconsin sites comprised of at least 20 contiguous, developable acres, signaling that key approvals, documentations and assessments for industrial uses are already in place

## Enterprise Zone Tax Credit

Refundable tax credits for companies undertaking major expansion projects in, or relocating major business operations from other states to, Wisconsin

## Industrial Revenue Bonds

A unique type of revenue bond organized and issued by a state or local government, the proceeds of which are directed to a private, for-profit business

## Qualified New Business Venture Certification

Helps drive investment to innovative early-stage Wisconsin companies by allowing investors to claim a 25 percent tax credit on the amount they invest into a QNBV-certified business

## Technology Development Loan Program

Flexible lending program designed to assist high-tech startups and emerging growth companies in financing the development and launch of innovative products and services

## Capital Catalyst Program

Capital Catalyst provides matching grants to organizations or communities that manage a seed fund for early-stage businesses. These locally managed funds may provide grants, loans and/or investments in startups and early-stage and innovative small businesses that operate in their service area.

## Entrepreneurial Partnership Grant

The Entrepreneur Partner Grant program provides funding to eligible nonprofits so they can, in turn, provide funding support and technical assistance to startups. The program has grants available for new or pilot projects and for established projects with demonstrated results. The program operates on a competitive basis and will have multiple application cycles throughout the year.

# COMMUNITY DEVELOPMENT

With the goal of improving quality of life across Wisconsin, the following programs support minority business growth, downtown development projects and community revitalization efforts.

## Brownfields Grant Program

Grants to local governments, businesses, nonprofits and individuals for developing commercial and industrial sites that have been adversely affected by environmental contamination

## Capacity Building Grants

Grants to assist local and regional economic development groups to create an advanced economic development network within the state

## Community Development Investment Grant Program

Financial support for shovel-ready projects, with particular emphasis on downtown community-driven efforts that deliver significant, measurable benefits in job opportunities, property values, and/or leveraged investment by local and private partners

## Historic Preservation Tax Credit Program

Transferable state income tax credit for 20 percent of the qualified rehabilitation expenditures for eligible buildings

## Idle Sites Redevelopment Program

Highly competitive program offering grants to Wisconsin communities for the implementation of redevelopment plans for large sites that have been idle, abandoned or underutilized for at least five years

## Site Assessment Grant Program

Grant funds to approved projects to assist local governments with conducting initial environmental assessment and demolition activities on an eligible abandoned, idle or underutilized industrial or commercial site

## Wisconsin Main Street/Connect Communities Programs

Participants in WEDC's downtown revitalization programs benefit from a variety of focused services including; organizational support, technical support, online and in-person training and workshops, and access to a statewide network of downtown advocates. Interested communities must apply to join and commit to participating in program activities and tracking downtown activities and progress.

## Diverse Business Development Program

Diverse Business Development Program works collaboratively with agencies, corporations and nonprofit diverse business associations to provide technical, financial and operational assistance, resources and statewide networking opportunities to diverse entrepreneurs and business owners. Also, DBD hosts annual events for minority-, woman- LGBTQ- people with disabilities and veteran-owned businesses. Including Kiva microlending available through statewide diverse-based chambers of commerce.

## Office of Rural Prosperity (ORP)

ORP brings the Governor's Blue Ribbon Commission Report to life by implementing innovative ideas, and providing technical assistance for Rural communities across Wisconsin. The office fosters a vibrant, prosperous and resilient Rural Wisconsin by helping rural stakeholders navigate programs and resources serving rural communities and businesses through **RuralWI.com**. Staff promote rural voices and culture, and provide technical assistance on a variety of issues that impact rural prosperity including ecosystem building, small business & entrepreneurship, housing, and access to broadband.

# INTERNATIONAL BUSINESS DEVELOPMENT

With experienced staff and partners throughout the state, as well as in-country experts on the ground overseas, WEDC helps increase the global reach of Wisconsin companies. These programs are designed to help companies gain the expertise and skills necessary to successfully navigate the global marketplace.

## ExporTech™

Export acceleration program to help Wisconsin companies expand their global market reach through targeted export strategy development and execution

## Export Technical Assistance

Assistance to expand the sale of Wisconsin-made products outside of the U.S. and to help companies develop an export strategy

## Global Business Development Grants

Grant funding to support export growth for Wisconsin companies

## Global Trade Ventures

Destinations are chosen based on the markets that make sense for Wisconsin companies. Participants are matched with carefully selected local partners to help their exports gain traction in the market.

## Global Network

Staff in Wisconsin, plus in-market authorized trade representatives covering 96 countries and territories around the world, can help Wisconsin exporters determine the most promising markets for their products and services, and navigate concerns specific to the market—business culture, laws and regulations, taxes, intellectual property concerns and more.